

EXHIBIT A

Capital Projections

Lear Capital Model - Long-Range Plan

(in \$ 000's)	Forecast				Forecast Total
	2024	2025	2026	2027	
Long-Range Plan Cash Flow Summary					
New Customer IRA Receipts	43,103	34,193	34,193	34,193	145,681
New Customer Non-IRA Receipts	62,443	49,570	49,570	49,570	211,153
Existing Customer IRA Receipts	25,741	30,342	30,342	30,342	116,767
Existing Customer Non-IRA Receipts	43,503	37,363	37,363	37,363	155,592
Total Receipts	174,789	151,468	151,468	151,468	629,194
Material Costs	131,918	115,040	115,040	115,040	477,038
Other COGS	1,427	1,236	1,236	1,236	5,135
Total Materials	133,345	116,276	116,276	116,276	482,173
Material Margin	41,444	35,192	35,192	35,192	147,021
Material Margin	23.71%	23.23%	23.23%	23.23%	23.37%
Commissions & Salary (Sales-Based Employees)	12,219	9,621	9,621	9,621	41,082
Marketing & Advertising	16,081	16,081	16,081	16,081	64,324
Total Sales and Marketing	28,300	25,702	25,702	25,702	105,406
Contribution Profit	13,144	9,490	9,490	9,490	41,615
Contribution Margin	7.52%	6.27%	6.27%	6.27%	6.61%
Salaries and Wages (Non-Sales-Based Employees)	4,295	3,691	3,691	3,691	15,367
Insurance	998	998	998	998	3,993
Contracted Services	941	827	827	827	3,422
Professional Fees (Legal & Tax)	639	639	639	639	2,556
Rent and Utilities	1,331	1,331	1,361	1,393	5,416
G&A	1,429	1,429	1,429	1,429	5,717
Total Overhead Disbursements	9,634	8,915	8,945	8,977	36,471
Operating Cash Flow	3,511	575	545	514	5,144
Extraordinary Professional Fees	-	-	-	-	0
Taxable Free Cash Flow	3,511	575	545	514	5,144
Income Tax Distributions	-411	-289	-274	-258	-1,232
Debt Repayment	-2,694	-	-	-	-2,694
Other Non-Operating Cash Flow	-3,105	-289	-274	-258	-3,927
Total Cash Flow	406	286	271	255	1,218